

## **U.S. GENERAL SERVICES ADMINISTRATION (GSA)**

Northwest/Arctic Region

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**Mission:** We use expertise to provide innovative solutions for our customers in support of their missions, fostering an effective, sustainable and transparent government for the American people.

The Northwest/Arctic Region serves customers primarily located in Alaska, Idaho, Oregon and Washington, helping them access workspace, telecommunications, information technology, vehicles, and thousands of other goods and services. We manage 100 Federal buildings, 543 leases, and \$10.2 billion in annual purchasing on behalf of our customers.

### **7 THINGS YOU NEED TO KNOW:**

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#### **1) What is the definition of a small business?**

The U.S. Small Business Administration (SBA) defines a small business as independently owned and operated, organized for profit, and is not dominant in its field. Depending on the industry, size standard eligibility is based on the average number of employees for the preceding twelve months or on sales volume averaged over a three-year period. Visit: [www.sba.gov](http://www.sba.gov)

**2) Where do I register my company for federal opportunities?** System for Award Management – [www.sam.gov](http://www.sam.gov) and SBA's Dynamic Small Business database [dsbs.sba.gov](http://dsbs.sba.gov)

#### **3) Where do I find federal opportunities:**

Federal Business Opportunities - [www.fbo.gov](http://www.fbo.gov) \$25,000 and above required to be advertised federal government-wide.

#### **4) Micro purchases & Simplified Acquisitions:**

- ✓ \$2000 or less Government-wide commercial purchase card is preferred means to purchase and pay for micro-purchases FAR 13.201(b). Government-wide commercial purchase card and electronic purchasing techniques are encouraged FAR 13.003(e). Not required to set aside for small business, but encouraged.
- ✓ \$2000 - \$25,000 Generally only at least three sources need be considered FAR 13.104(b). For written solicitations, display public notice that is proposed contract action for actions estimated to exceed \$10,000 but not \$25,000 FAR 5.101(a)(2) (post on Fedbiz Ops)
- ✓ \$25,000-\$150,000 - Small business set-aside applies FAR 13.003(b)(1) and an opportunity to go to socioeconomic categories (SDVOSB, WOSB and HUBZone although not required)

**5) How do I determine who has opportunities that fit the services/products I offer:**

Being here is a great first step. Being involved with King County gives you access to a knowledgeable team who is here to educate and offer insight into their upcoming opportunities. Each federal agency has a small business advocate office. They are your best resource for navigating that agency. Additionally, we have some non-profit partners in the community:

Small Business Development Centers

<http://www.sba.gov/content/small-business-development-centers-sbdc>

Score.org

<http://www.score.org/>

Washington Procurement Technical Assistance Centers

[www.washingtonptac.org](http://www.washingtonptac.org)

**6) What kind of opportunities would I find with GSA? *(hand-out)***

Public Buildings Service: Landlord for the civilian federal government. Acquires space on behalf of the federal government through new construction and leasing, and acts as a caretaker for federal properties across the country.

Federal Acquisition Service: (known for Multiple Award Schedules program)

GSA Schedules are fast, easy, and effective contracting vehicles for both customers and vendors. For GSA Schedules, GSA establishes long-term, government-wide contracts with commercial companies to provide access to millions of commercial products and services at volume discount pricing. GSA continually updates the offerings under the GSA Schedules program, and aids vendors in being successful in the government marketplace. Particularly, the GSA Schedules program has a strong record of small business achievement.

Example: (PBS)

Multiple Award Task Order Contract for General Construction

NAICS (236220) Commercial and Institutional Building Construction

Size Standards in millions of dollars - \$33.5 million

Service Disabled Veteran Owned Small Business

**7) Forecast of Opportunities:**

Every federal agency is required to advertise their contract opportunities as they become known.

GSA: [www.gsa.gov/osbu](http://www.gsa.gov/osbu)